

Message Text

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42

ACTION NEA-10

INFO OCT-01 EUR-08 ISO-00 EB-04 COME-00 XMB-02 FEAE-00

OPIC-06 SS-20 SP-02 L-01 H-01 NSC-05 TRSE-00 CIAE-00

INR-05 NSAE-00 RSC-01 PRS-01 CIEP-01 OMB-01 DRC-01

/070 W

----- 124783

R 151119Z OCT 74

FM AMEMBASSY LONDON

TO SECSTATE WASHDC 4753

INFO AMEMBASSY ABU DHABI

AMEMBASSY BEIRUT

AMEMBASSY MUSCAT

AMEMBASSY KUWAIT

AMEMBASSY TEHRAN

AMEMBASSY JIDDA

AMCONSUL DHAHRAN

AMEMBASSY MANAMA

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KUWAIT PASS DOHA, BEIRUT POUCH BAGHDAD

E.O. 11652: N/A

TAGS: ENRG, ETRD

SUBJECT: EXXON ESTABLISHES MIDDLE EAST INDUSTRIAL
DEVELOPMENT COMPANY LOCATED IN BAHREIN

REF: PAGANELLI-KAUFMAN TELCON

1. ESSO MIDDLE EAST INFORMS US NEW COMPANY, EXXON
MIDDLE EAST INDUSTRIES, INC., IS BEING ESTABLISHED WITH
HEADQUARTERS IN BAHREIN. MAIN FUNCTIONS OF NEW ORGANI-
ZATION WILL BE TO MAINTAIN CLOSER CONTACTS ON INDIVIDUAL
DEVELOPMENT PROJECTS EXXON WILL ENGAGE IN ON ITS OWN
ACCOUNT (RATHER THAN AS MEMBER OF CONSORTIA) AND TO
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SERVE AS LISTENING POST FOR PERSIAN GULF STATES. IN

THIS CONNECTION, EXXON HOPES GOOD WORKING RELATIONSHIPS WILL BE ESTABLISHED WITH US EMBASSIES AND CONSULATES IN AREA.

2. A. K. WOLGAST, FORMERLY WITH ESSO INTERNATIONAL IN NEW YORK, HAS BEEN NAMED PRESIDENT AND WILL BE ACCOMPANIED ON INTRODUCTORY TOUR OF AREA BY CHARLES BOYER, LONDON REPRESENTATIVE, ESSO MIDDLE EAST. TENTATIVE SCHEDULE INITIAL VISITS IN AREA INCLUDE ABU DHABI (OCTOBER 25-27) AND QATAR (OCTOBER 27-30). WOLGAST MAY ALSO ACCOMPANY BOYER ON VISIT TO TEHERAN ABOUT NOVEMBER 1. FYI: WE UNDERSTAND WOLGAST'S RESPONSIBILITY RESPECTING IRAN WILL EXTEND ONLY TO LISTENING POST BRIEF, NOT INDUSTRIAL DEVELOPMENT ASPECT. END FYI.

3. ONLY BRANCH OFFICE REPRESENTATIVE OF EXXON MIDDLE EAST INDUSTRIES NAMED SO FAR IS DOUG MCCONNELL WHO WILL BE STATIONED IN RIYADH TO HANDLE SAUDI RELATIONS.

4. EXXON REPS MAY CONTACT POSTS FOR ASSISTANCE IN ARRANGING APPOINTMENTS WITH LOCAL GOVERNMENT OFFICIALS.

ANNENBERG

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Message Attributes

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